

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY MEXICO

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E.O. 11652: N/A

TAGS: BMEP, MX

SUBJ: MEXICAN CIVIL AERONAUTICS PROGRAM FOR NAV AIDS

REF: MEXICO'S 7161, A-431, A-50, PREVIOUS

1. APPRECIATE CONTINUING REPORTING RE NAV AIDS ACQUISITION PROGRAM AND EMBASSY'S EVIDENT CONCERN THAT U.S. FIRMS ATTEMPT OBTAIN MAXIMUM EXPORT BUSINESS. HOWEVER, MEPD DOES NOT BELIEVE IT PRODUCTIVE TO CONTINUE TO PROD NUMBER OF U.S. FIRMS TO ENTER COMPETITION RE VOR AND DME PURCHASES AT THIS TIME.

2. REFTLE A. INDICATED WILCOX HAS ALREADY OBTAINED SUBSTANTIAL SHARE THIS BUSINESS. FURTHERMORE, CONVERSATIONS WITH FIRM INDICATE WILCOX IS CONTINUING ACTIVELY PURSUE ADDITIONAL PURCHASES. FIRM'S INTERNATIONAL PROJECT CONTROLLER, MARVIN L. BURD, HAS INFORMED US THAT WILCOX HAS ALREADY WON SEVEN OF PLANNED NINE VOR ACQUISITIONS AND HASSOLD NINE OF 25 DME'S. ACCORDING BURD, FIRM HAS BEGUN SHIPMENT AND IS CURRENTLY PREPARING PROPOSALS

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FOR ADDITIONAL INSTALLATIONS. BURD STATED WILCOX HAS MADE CON-

SIDERABLE CONCESSIONS IN BIDDING IN ORDER OBTAIN ALL MEXICAN CONTRACTS FOR THIS TYPE EQUIPMENT. VIEW FIRM'S SUCCESS TO DATE, WE ARE UNWILLING TAKE ACTIVE ROLE IN GENERATING ADDITIONAL DOMESTIC COMPETITION WHICH COULD DILUTE WILCOX EFFORTS BECOME U.S. SUPPLIER.

3. FYI: BURD INDICATES WILCOX WAS UNSUCCESSFUL IN OBTAINING INITIAL ILS CONTRACTS DESPITE ENERGETIC BIDDING. HE STATES FIRM WILL CONTINUE TAKE ACTIVE MEASURES IN ATTEMPT WIN BALANCE ILS SALES. HOWEVER, VIEW SUCCESS IN THIS AREA BY FRENCH AND BRITISH, WE WILL ENCOURAGE ADDITIONAL U.S. FIRMS TO ENTER COMPETITION FOR ILS BUSINESS.

4. DURING HIS CONVERSATION WITH US, BURD SUGGESTED THAT, IF EMBASSY LEARNS OF DIFFICULTIES REGARDING WILCOX BIDDING, IT MAY WISH INFORM FIRM'S LOCAL AGENT: MANUEL ORDORICA, RADIO ELECTRONICA DE MEXICO S.A., EDISON NO. 33, MEXICO 1 D.F., MEXICO.

DECONTROLLED FOLLOWING OCTOBER 4, 1973. RUSH

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